

Message Text

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USDA/FAS: KREYNOLDS

STR: BSTEINBOCK

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FM SECSTATE WASHDC

TO AMEMBASSY LONDON

INFO USMISSION GENEVA

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E.O. 11652: N/A

TAGS: ETRD, EAGR

SUBJECT: GUIDANCE PAPER FOR USDEL TO SECOND COCOA PREPCON

REF: (A) LONDON 9200; (B) STATE 150344

Q. WE WILL PARTICIPATE AS OBSERVERS IN THE SECOND PREPATORY
CONFERENCE FOR RENEGOTIATION OF THE INTERNATIONAL COCOA AGREEMENT,
(AUG. 11-22). WE EXPECT THE SECOND PREPCON WILL MORE CLEARLY
DELINATE MEMBER COUNTRY PRODUCER AND CONSUMER VIEWS REGARDING THE
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SECOND AGREEMENT WHICH WILL BE NEGOTIATED IN SEPTEMBER -OCTOBER 1975.

2. US REPS SHOULD PLAY A LOW KEY ROLE IN KEEPING WITH OUR OBSERVER STATUS. THEY SHOULD KEEP OUR OPTIONS OPEN FOR THE NEGOTIATING SESSION WHILE FEELING OUT THE ATTITUDES AND POSITIONS OF OTHER CONSUMERS AND MAJOR PRODUCERS. US REPS MAY USE THIS OPPORTUNITY TO EXPRESS OUR GENERAL AREAS OF CONCERN (SEE PARA 4) AND TEST ATTITUDES ON AN INFORMAL BASIS TOWARD OUR PRELIMINARY VIEWS SET FORTH IN FIRST PREPCON.

3. PRODUCERS PRESENTED SOME FAR REACHING IDEAS AT THE FIRST PREPCON. AFTER REVIEWING THESE PROPOSALS US REPS NOW HAVE A CHANCE TO FEEL OUT THE FLEXIBILITY OF PRODUCER POSITIONS IN THE LIGHT OF THEIR STATED DESIRE TO HAVE THE US IN THE NEW AGREEMENT.

4. AREAS WHERE THE US REPS MAY INFORMALLY EXPRESS OUR GENERAL UNEASINESS INCLUDE THE OPERABILITY OF THE UNTESTED EXPORT QUOTA AND BUFFER STOCK PROVISIONS. CONSISTENT WITH OUR LOW KEY ROLE US REPS SHOULD JOIN OTHER CONSUMERS IN OPPOSITION TO ANY BLATANT PRODUCER ATTEMPTS TO CHANGE ICA EVEN MORE IN THEIR FAVOR. US REPS MAY POINT OUT OUR REQUIREMENTS THAT THE AGREEMENT BE WORKABLE, THAT IT PROVIDE A SPECIFIC RECIPROCAL BENEFITS TO CONSUMERS, THAT IT FOSTER INCREASED PRODUCTION, THAT IT PROVIDE AN EQUITABLE AND SUITABLY WIDE PRICE RANGE AROUND A LONG TERM EQUILIBRIUM, AND THAT IT HAVE REALISTIC AND UPDATED PROVISIONS. US REPS MAY EXPRESS OUR CONCERN THAT FORMERS ARE NOT RECEIVING SUFFICIENT INCENTIVE TO PRODUCE COCAA FOR CONSUMER NEEDS. US REPS CAN USE THE CONSUMER CAUCUS TO TEST THE DEGREE OF CONSUMER SUPPORT WE COULD EXPECT IF WE WERE TO PROPOSE A MAJOR CHANGE IN THE STRUCTURE OF THE EXISTING AGREEMENT, (E.G. ON BUFFER STOCKS, QUOTA RESTRUCTURING OR MOVEMENT TO A COMPENSATORY FINANCING SCHEME LINKED TO USE OF BUFFER STOCK MONEY FOR PRODUCTION EXPANSION.) INGERSOLL

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